

C. V.  
**Nalini Ambady**

Professor,  
Department of Psychology  
Jordan Hall  
Stanford University  
Stanford, CA 94305  
e-mail: [nambady@stanford.edu](mailto:nambady@stanford.edu)

**GRADUATE EDUCATION**

Ph.D. Social Psychology, Harvard University, Cambridge, MA, 1991  
M.A. Psychology, College of William and Mary, Williamsburg, VA, 1985

**ACADEMIC APPOINTMENTS**

Professor, Department of Psychology, Stanford University, 2011-present  
Professor, Neubauer Faculty Fellow, Department of Psychology, Tufts University  
Medford, MA 02155, 2004-2011  
John and Ruth Hazel Associate Professor of the Social Sciences, Department of Psychology, Harvard  
University, Cambridge, MA, 1999-2003  
Assistant Professor, Department of Psychology, Harvard University, Cambridge, MA,  
1994-1999  
Assistant Professor, Department of Psychology, Holy Cross College, Worcester, MA, 1993-1994  
Post-doctoral Fellow and Instructor, Harvard University, 1991-1993  
Assistant Senior Tutor, Mather House, Harvard University, 1987-1988  
Research Assistant, Department of Psychology, College of William and Mary, 1983-1985  
Research Associate, National Center for State Courts, May 1984-September 1984

**HONORS AND AWARDS**

Fellow, Center for Advanced Study in the Behavioral Sciences, 2009-2010  
Outstanding Faculty Contribution to Graduate Studies, Graduate Student Council Tufts University, 2009  
Psychology Day Speaker, Vanderbilt University, 2009  
Plenary Speaker, First Annual Meeting of the European Social Cognition Network 2, Warsaw, Poland,  
2009 (declined)  
Northeastern Association of Graduate Schools (NAGS) Geoffrey Marshall Mentoring Award, 2008  
Outstanding Performance as a Faculty Mentor Award, Graduate School of Arts and Sciences, Tufts  
University, 2008  
Fellow, American Association for the Advancement of Science, Elected 2008  
Fellow, Association for Psychological Science, Elected 2008  
Fellow, American Psychological Association, Elected 2008  
Keynote Address, 19th International Congress of the International Association for Cross-Cultural  
Psychology, Bremen, Germany, 2008  
Fellow, Society for Personality and Social Psychology, Elected 2007  
Society for Consumer Psychology, Distinguished Speaker, 2007  
Mary Hennessey Blum Lecture, University of New Hampshire, 2006  
Frederick Howell Lewis Distinguished Lecture, American Psychological Association Convention,  
August 2004

Undergraduate Distinguished Lecture, University of Massachusetts, Amherst, April 2004  
 Excellence in Mentoring Award, Graduate Student Council, Harvard University, 2000  
 Presidential Early Career Award for Scientists and Engineers (PECASE), 1998  
 National Science Foundation Faculty Early Career Development (CAREER) Award, 1998  
 American Association for the Advancement of Science, Behavioral Science Research Prize (with Robert Rosenthal), 1993  
 APA Division 5 (Evaluation, Measurement, & Statistics) Dissertation Award, 1994  
 Undergraduate Thesis Advising: Hoopes Prizes, Harvard University, 1997, 1998, 2001, 2002 (advisees: B. Otuteye; D. Dudkin; E. Bianchi; S. Paik)  
 Fellow, American Psychological Association's Advanced Training Institute in Functional Magnetic Resonance Imaging, Boston, June 2000  
 Certificate for Teaching Excellence, Harvard Extension School, 1992  
 Harvard University Graduate Scholarship, 1985  
 Government of India Merit Fellowship, 1982

## PUBLICATIONS

(\* = student or former student collaborator)

- Freeman, J.B.\* & Ambady, N. (in press). The dynamic interactive model of person construal: Coordinating sensory and social processes. In J. Sherman, B. Gawronski, & Y. Trope (Eds.), *Dual Process Theories of the Social Mind*. New York: Guilford Press.
- Freeman, J.B.\*, Nakayama, K., & Ambady, N. (in press). Finger in flight reveals parallel categorization across multiple social dimensions. *Social Cognition*.
- Gaither, S.E.\*, Schultz, J.R.\*, Pauker, K.\*, Sommers, S.R., Maddox, K.B., & Ambady, N. (in press) Essentialist thinking predicts decrements in children's memory for racially-ambiguous faces. *Developmental Psychology*.
- Levine, C., & Ambady, N. (in press). Nonverbal behavior's role in racial gaps in healthcare: Implications and solutions. *Medical Education*.
- Pauker, K.\*, Freeman, J.B.\*, & Ambady, N. (in press). The power of identity to motivate face memory in biracial individuals. *Social Cognition*.
- Slepian, M.L.\*, Masicampo, E. J., & Ambady, N. (in press). Relieving the Burdens of Secrecy: Revealing Secrets Influences Judgments of Hill Slant and Distance. *Social Psychological and Personality Science*.
- Slepian, M.L.\*, Young, S.G., Rutchick, A.M., & Ambady, N. (in press). Quality of professional players' poker hands is perceived accurately from arm motions. *Psychological Science*.
- Toosi, N., Masicampo, E. J., & Ambady, N. (in press). Aggressive acts increase commitment to new groups: Zombie attacks and blocked shots. *Social Psychological and Personality Science*.
- Weisbuch, M., Slepian, M.L.\*, Eccleston, C.P., & Ambady, N. (in press). Nonverbal expressions of status and system legitimacy: An interactive influence on race bias. *Psychological Science*.

- Freeman, J. B.\*, Ma, Y., Han, S., & Ambady, N. (2013). Influences of culture and visual context on real-time social categorization. *Journal of Experimental Social Psychology, 49*, 2, 206-210.
- Gaither, S. E., Sommers, S. R., & Ambady, N. (2013). When the half affects the whole: Priming identity for biracial individuals in social interactions. *Journal of Experimental Social Psychology, 49*(3), 368-371.
- Ivcevic, Z., & Ambady, N. (2013). Face to (Face)Book: The Two Faces of Social Behavior?" *Journal of Personality, 81*, 290-301.
- Krendl, A. C., Moran, J.M., & Ambady, N. (2013). Does context matter in evaluations of stigmatized individuals? An fMRI study. *Social Cognitive and Affective Neuroscience, 8*, 602-608.
- Rattan, A., & Ambady, N. (2013). Diversity ideologies and intergroup relations: An examination of colorblindness and multiculturalism. *European Journal of Social Psychology, 43*, 1, 12-21.
- Rule, N. O.\*, Freeman, J. B.\*, & Ambady, N. (2013). Culture in social neuroscience: A review. *Social Neuroscience, 8*, 3-10.
- Rule, N. O.\*, Krendl, A. C., Ivcevic, Z., & Ambady, N. (2013). Accuracy and consensus in judgments of trustworthiness from faces: Behavioral and neural correlates. *Journal of Personality and Social Psychology, 104*, 409-426.
- Young, S. G., Elliot, A. J., Feltman, R., & Ambady, N. (2013). Red enhances the processing of facial expressions of anger. *Emotion, 13*, 380.
- Adams, R. B., Jr., Franklin, R. G., Jr., Kveraga, K., Ambady, N., Kleck, R. E., Whalen, P. J., Hadjikhani, N. & Nelson, A.J. (2012). Amygdala responses to averted versus direct gaze fear vary as a function of presentation speed. *Social Cognitive and Affective Neuroscience, 7*, 568-577.
- Bogart, K. R.\*, Tickle-Degnen, L., & Ambady, N. (2012). Compensatory expressive behavior for facial paralysis: Adaptation to congenital or acquired disability. *Rehabilitation Psychology, 57*, 43-51.
- Cloutier, J, Ambady, N., Meagher, T., & Gabrieli, J. D. (2012). The neural substrates of person perception: Spontaneous use of financial and moral status knowledge. *Neuropsychologia, 50*, 9, 2371-2376.
- Freeman, J. B.\*, Johnson, K. L., Adams, R. B., & Ambady, N. (2012). The social–sensory interface: Category interactions in person perception. *Frontiers in Integrative Neuroscience, 6*.
- Ivcevic, Z., & Ambady, N. (2012). Personality impressions from identity claims on facebook. *Psychology of Popular Media Culture, 1*, 38-45.
- Krendl, A.C., Gainsburg, I., Ambady, N. (2012). The effects of stereotypes and observer pressure on athletic performance. *Journal of Sports & Exercise Psychology, 34*, 3-15.
- Krendl, A. C., Kensinger, E. A., & Ambady, N. (2012). How does the brain regulate negative bias to stigma? *Social Cognitive and Affective Neuroscience, 7*, 715-726.

- Krendl, A.C., Moran, J.M., Ambady, N. (2012). Does context matter in evaluations of stigmatized individuals? An fMRI study. *Social Cognitive & Affective Neuroscience*. doi:10.1093/scan/nss037
- Masicampo, E. J., & Ambady, N. (2012). Predicting fluctuations in widespread interest: Memory decay and goal-related memory accessibility in internet search trends. *Journal of Experimental Psychology: General*.
- Rule, N. O.\*, Adams, R. B., Ambady, N., & Freeman, J. B.\* (2012). Perceptions of dominance following glimpses of faces and bodies. *Perception*, 41, 687-706.
- Rule, N.O.\*, Slepian, M.L\*., & Ambady, N. (2012). A memory advantage for untrustworthy faces. *Cognition*, 125, 207-218.
- Slepian, M. L.\*, & Ambady, N. (2012). Fluid movement and creativity. *Journal of Experimental Psychology: General*, 141, 625-629.
- Slepian, M. L.\*, Masicampo, E. J., Toosi, N. R.\*, & Ambady, N. (2012). The physical burdens of secrecy. *Journal of Experimental Psychology: General*, 141, 619-624.
- Slepian, M. L\*., Rule, N. O.\*, & Ambady, N. (2012). Proprioception and person perception: Politicians and professors. *Personality and Social Psychology Bulletin*, 38, 1621-1628.
- Slepian, M. L.\*, Young, S.G., Rule, N.O.\*, Weisbuch, M. & Ambady, N. (2012). Embodied impression formation: Social judgments and motor cues to approach and avoidance. *Social Cognition*, 30, 232-240.
- Toosi, N. R.\*, Babbitt, L. G.\*, Ambady, N., & Sommers, S. R. (2012). Dyadic interracial interactions: A meta-analysis. *Psychological Bulletin*, 138, 1-27.
- Toosi, N.\*, Sommers, S. R., & Ambady, N. (2012). Getting a word in group-wise: Effects of racial diversity on gender dynamics. *Journal of Experimental Social Psychology*, 48, 1150-1155.
- Young, S. G., Brown, C. M., & Ambady, N. (2012). Priming a natural or human-made environment directs attention to context-congruent threatening stimuli. *Cognition and Emotion*, 26(5), 927-33.
- Adams, R.B., Jr., Franklin, R.G., Jr., Nelson, A.J., Gordon, H.L., Kleck, R.E., Whalen, P.J., & Ambady, N. (2011). Differentially tuned responses to severely restricted versus prolonged awareness of threat: A preliminary fMRI investigation. *Brain and Cognition*, 77, 113-119.
- Ambady, N. (2011). Culture, Brain, and Behavior. *Advances in Cultural Psychology*, 2. Oxford: Oxford University Press.
- Ambady, N. & Adams, R. B. Jr. (2011). Us versus them: The social neuroscience of perceiving outgroups. In A. Todorov, S. T. Fiske, & D. Prentice (Eds.), Social Neuroscience: Toward Understanding the Underpinnings of the Social Mind, (pp. 135-143). Oxford: Oxford University Press.

- Ambady, N. & Weisbuch, M., (2011). Facial expressions: Culture and context. In A. J. Calder, G. Rhodes, J. V. Haxby, & M. H. Johnson (Eds.), *The Handbook of Face Perception*, Oxford: Oxford University Press.
- Cloutier, J, Gabrieli, J. D., O'Young, D., Ambady, N. (2011). An fMRI study of violations of social expectations: when people are not who we expect them to be. *Neuroimage*, 57, 583-8. Epub 2011 May 4. PMID: 21569855
- Freeman, J. B.\* & Ambady, N. (2011). When two become one: Temporally dynamic integration of the face and voice. *Journal of Experimental Social Psychology*, 47, 259-263.
- Freeman, J. B.\* & Ambady, N. (2011). Hand movements reveal the time-course of shape and pigmentation processing in face categorization. *Psychonomic Bulletin & Review*, 18, 705-712.
- Freeman, J. B.\* & Ambady, N. (2011). A dynamic interactive theory of person construal. *Psychological Review*, 1-33.
- Freeman, J.B.\*, Ambady, N., Midgley, K.J., & Holcomb, P.J. (2011). The real-time link between person perception and action: Brain potential evidence for dynamic continuity. *Social Neuroscience*, 6, 139-155.
- Freeman, J. B.\*, Penner, A. M. Saperstein, A., & Ambady, N. (2011) Looking the part: Social status cues shape race perception. *PLoS ONE*, 6, e25107.
- Gray, H. M.\*, Ishii, K., & Ambady, M. (2011). Misery loves company: When sadness increases the desire for social connectedness. *Personality and Social Psychology Bulletin*, 37, 1438-1448.
- Gray, H. M.\*, LaPlante, D. A.\*, Bannon, B. L., Ambady, N., & Shaffer, H. J. (2011). Development and Validation of the Alcohol Identity Implicit Associations Test (AI-IAT). *Addictive Behaviors*, 36, 919-926.
- Krendl, A.C., Kensinger, E.A., & Ambady, N. (2011). How does the brain regulate negative bias to stigma? *Social Cognitive & Affective Neuroscience*, advanced online access doi: 10.1093/scan/nsr046.
- Rule, N.O.\* & Ambady, N. (2011). Face and fortune: Inferences of personality from Managing Partners' faces predict their firms' financial success. *The Leadership Quarterly*, 22, 690-696.
- Rule, N. O.\*, Freeman, J. B.\*, & Ambady, N. (2011). Brain and behavior in cultural context: Insights from cognition, perception, and emotion. In S. Han & E. Poeppel (Eds.), *Culture and identity: Neural frames of social cognition* (pp. 109-122). New York: Springer.
- Rule, N. O.\* & Ambady, N. (2011). Judgments of power from college yearbook photos and later career success. *Social Psychological and Personality Science*, 2, 154-158.
- Rule, N. O.\*, Ishii, K., & Ambady, N. (2011). Cross-cultural impressions of leaders' faces: Consensus and predictive validity. *International Journal of Intercultural Relations*, 35, 833-841.

- Rule, N. O.\*, Ishii, K., Ambady, N., Rosen, K. S.\*, & Hallett, K. O.\* (2011). Found in translation: Cross-cultural consensus in the accurate categorization of male sexual orientation. *Personality and Social Psychology Bulletin*, *37*, 1499-1507.
- Rule, N. O.\*, Morgan, J. M., Freeman, J. B.\*, Whitfield-Gabrieli, S., Gabrieli, J. D. E., & Ambady, N. (2011). Face value: Amygdala response reflects the validity of first impressions. *NeuroImage*, *54*, 734-741.
- Rule, N. O.\*, Rosen, K.S.\*, Slepian, M.L.\*, & Ambady, N. (2011). Mating interest improves women's accuracy in judging male sexual orientation. *Psychological Science*, *22*, 881-886.
- Slepian, M.L.\*, Weisbuch, M., Adams, R.B., Jr., & Ambady, N. (2011). Gender moderates the relationship between emotion and perceived gaze. *Emotion*, *11*, 1439-1444.
- Slepian, M. L\*., Weisbuch, M., Rule, N. O., & Ambady, N. (2011). Tough and tender: Embodied categorization of gender. *Psychological Science*, *22*, 26-28.
- Toosi, N. R.\*, & Ambady, N. (2011). Ratings of essentialism for eight religious identities. *International Journal for the Psychology of Religion*, *17*, 21-29.
- Weisbuch, M., Ambady, N., Slepian, M. L.\*, & Jimerson, D.C. (2011). Emotion contagion moderates the relationship between emotionally-negative families and abnormal eating behavior. *International Journal of Eating Disorders*, *44*, 716-720.
- Adams, R. B. Jr., Rule, N. O.\*, Franklin, R. G. Jr., Rule, N. O.\* , Freeman, J. B.\*, Kestutis, K., Hadjikani, N., Yoshikawa, S., Ambady, N. (2010). Culture influences the role of gaze in the neural processing of fear expressions: An fMRI Investigation. *Social Cognitive and Affective Neuroscience*, *5*, 340-348.
- Ambady, N. & Weisbuch, M., (2010). Nonverbal behavior. In S. T. Fiske, D.T. Gilbert & G. Lindzey (Eds.), *Handbook of Social Psychology*, 464-497.
- Ambady, N. (2010). The perils of pondering: Intuition and thin slice judgments. *Psychological Inquiry*, *21*, 271.
- Apfelbaum, E. P.\*, Krendl, A., & Ambady, N. (2010). Age-related decline in executive function predicts better advice-giving in uncomfortable social contexts. *Journal of Experimental Social Psychology*, *46*, 1074-1077.
- Apfelbaum, E. P.\*, Pauker, K.\* , Sommers, S. R. & Ambady, N. (2010). In blind pursuit of racial equality? *Psychological Science*, *21*, 1587-1592.
- Freeman, J. B.\*, Ambady, N. (2010). MouseTracker: Software for studying real-time mental processing using a computer mouse-tracking method. *Behavior Research Methods*, *42*, 226-241.
- Freeman, J. B.\*, Rule, N. O.\*, Adams, R. B. Jr., & Ambady, N. (2010). The neural basis of categorical face perception: Graded representations of face gender in fusiform and orbitofrontal cortices. *Cerebral Cortex*, *20*, 1314-1322.

- Freeman, J. B.\*, Ambady, N., & Holcombe, P. J. (2010). The face-sensitive N170 encodes social category information. NeuroReport, *21*, 24-28.
- Freeman, J. B.\*, Pauker, K.\*, Apfelbaum, E. P., & Ambady, N. (2010). Continuous dynamics in the real-time perception of race. Journal of Experimental Social Psychology, *46*, 179-185.
- Freeman, J. B.\*, Schiller, D., Rule, N. O.\*, & Ambady, N. (2010). The neural origins of superficial and individuated judgments about ingroup and outgroup members. Human Brain Mapping, *31*, 150-159.
- Freeman, J. B.\*, Johnson, K., Ambady, N. & Rule, N. O.\* (2010). Sexual orientation perception involves gendered facial cues. Personality and Social Psychology Bulletin, *36*, 1318-1331.
- Krendl, A., & Ambady, N. (2010). Older adults' decoding of emotions: Role of dynamic versus static cues and age-related cognitive decline. Psychology and Aging, *25*, 788-793.
- Ozono, H., Watabe, M., Yoshikawa, S., Nakashima, S., Rule, N. O., Ambady, N., & Adams, R. B. (2010). What's in a smile? Cultural differences in smiling on judgments of trustworthiness. Letters on Evolutionary Behavioral Science, *1*, 15-18.
- Pauker, K. B.\*, Ambady, N. & Apfelbaum, E. P.\* (2010). Race salience and essentialist thinking in racial stereotype development. Child Development, *81*, 1799-1833.
- Pauker, K. B.\*, Rule, N.\*, & Ambady, N. (2010). Ambiguity and social perception. In E. Balciotis & D. Lassiter (Eds.), Social Psychology of Visual Perception (pp. 7-26).
- Rule, N. O.\* & Ambady, N. (2010). Judgments of power from college yearbook photos and later career success. Social Psychological and Personality Science, 1-5.
- Rule, N. O.\* & Ambady, N. (2010). Democrats and Republicans can be differentiated from their faces. PLoS ONE, *5*, 8733.
- Rule, N. O.\* & Ambady, N. (2010). First impressions of the face: Predicting success. Social and Personality Psychology Compass, *4/8*, 506-516.
- Rule, N. O.\*, Ambady, N., Adams, R. B., Jr., Ozono, H., Nakashima, S., Yoshikawa, S., & Watabe, M. (2010). Polling the face: Prediction and consensus across cultures. Journal of Personality and Social Psychology, *98*, 1-15.
- Rule, N. O.\*, Freeman, J. B.\*, Moran, J. M., Gabrieli, J. D. E., Adams, R. B., Jr., & Ambady, N. (2010). Voting behavior is reflected in amygdala response across cultures. Social Cognitive and Affective Neuroscience, 349-355.
- Rule, N. O.\*, Garrett, J. V.\*, & Ambady, N. (2010). Places and faces: Geographic environment influences the ingroup memory advantage. Journal of Personality and Social Psychology, *98*, 343-355.
- Slepian, M. L.\*, Weisbuch, M., Rutchick, A. M., Newman, L. S. & Ambady, N. (2010). Shedding light on insight: Priming bright ideas. Journal of Experimental Social Psychology, *46*, 696-700.

- Weisbuch, M., & Ambady, N. Thin slice vision. (2010). In R. B. Adams, Jr., N. Ambady, K. Nakayama. and S. Shimojo Eds., Social Vision, Oxford, UK: Oxford University Press, pp. 28-247.
- Weisbuch, M., Ambady, N., Clark, A.\*, Achor, S., and Veenstra-Vander Weele, J. (2010). On being consistent: The role of verbal-nonverbal consistency in first impressions. Basic and Applied Social Psychology, *32*, 3, 261.
- Weisbuch, M., Slepian, M.\*, Clark, A.\*, Ambady, N., and Veenstra-Vander Weele, J. (2010). Behavioral stability across time and situations: Nonverbal versus verbal consistency. Journal of Nonverbal Behavior, *34*, 43-56.
- Adams, R. B. Jr., Rule, N. O.\*, Franklin, R. G. Jr., Wang, E\*., Stevenson, M. T., Yoshikawa, S., Nomura, M., Soto, W, Kveraga, K., & Ambady, N. (2009). Cross-cultural reading the mind in the eyes: An fMRI Investigation. Journal of Cognitive Neuroscience, *22*, 97-108.
- Ambady, N. (2009). First impressions. In H. Reis, & S. Sprecher (Eds.), Encyclopedia of Human Relationships. Thousand Oaks, CA:Sage.
- Ambady, N. & Bharucha, J. (2009). Culture and the brain. Current Directions in Psychological Science, *18*, 342-345.
- Freeman, J. B.\*, Ambady, N. (2009). Motions of the hand expose the partial and parallel activation of stereotypes. Psychological Science, *20*, 1184-1188.
- Freeman, J. B.\*, Rule, N. O.\*, Adams, R. B., Jr., & Ambady, N. (2009). Culture shapes a mesolimbic response to signals of dominance and subordination that associates with behavior. Neuroimage, *47*, 353-359.
- Freeman, J. B.\*, Rule, N. O.\*, & Ambady, N. (2009). The cultural neuroscience of social perception, Progress in Brain Research, *178*, 191-201.
- Newcombe, N. S., Ambady, N., Eccles, J., Gomez, L., Klahr, D., Linn, M., Miller. K., & Mix, K. (2009). Psychology's role in mathematics and science education. American Psychologist, *64*, 538-550.
- Pauker, K. B.\*, & Ambady, N. (2009). Multiracial faces: The boundaries of race. Journal of Social Issues, *65*, 69-86.
- Pauker, K. B.\*, Weisbuch, M., Ambady, N., Sommers, S. R., Adams, R. B. Jr., & Ivcevic, Z. (2009). Not so black and white: Memory for ambiguous group members. Journal of Personality and Social Psychology, *96*, 795-810.
- Rule, N. O.\*, Ambady, N., & Adams, R. B. Jr. (2009). Personality in perspective: Judgmental consistency across orientations of the face. Perception, *38*, 1688-1699.
- Rule, N. O.\* & Ambady, N. (2009). She's got the look: Inferences from female chief executive officers' faces predict their success. Sex Roles, *61* 644-652.

- Rule, N. O.\*, Ambady, N., & Hallett, K. C.\* (2009). Female sexual orientation is perceived accurately, rapidly, and automatically from the face and its features. Journal of Experimental Social Psychology, *45*, 1245-1251.
- Rule, N. O.\*, Macrae, C. N. & Ambady, N. (2009). Ambiguous group membership is extracted automatically from faces. Psychological Science, *20*, 441-443.
- Wang, E. \*, Toosi, N. \*, & Ambady, N. (2009). Nonverbal dialects: Culture and person perception. In R.S. Wyer, C. Y. Chiu, Y.Y. Hong, & S. Shavitt, (Eds), Understanding Culture: Theory, Research and Application (pp. 289-298). NY: Psychology Press.
- Weisbuch, M., Ivcevic, Z., & Ambady, N. (2009). On being liked on the web and in the "real world": Consistency in first impressions across personal webpages and spontaneous behavior. Journal of Experimental Social Psychology, *45*, 573-576.
- Weisbuch, M., & Ambady, N. (2009). Unspoken cultural influence: Exposure to and influence of nonverbal bias. Journal of Personality and Social Psychology, *6*, 1104-1119.
- Weisbuch, M., Pauker, K. \*, & Ambady, N. (2009). The subtle transmission of race bias via televised nonverbal behavior. Science, *326*, 1711-1714.
- Weisbuch, M., Seery, M. D., Ambady, N. & Blascovich, J. (2009). On the correspondence between physiological and nonverbal responses: Nonverbal behavior accompanying challenge and threat. Journal of Nonverbal Behavior, *33*, 141-148
- Apfelbaum, E. P. \*, Pauker, K. \*, Ambady, N., Sommers, S. R. & Norton, M. I. (2008). When Social Development Leads to Underperformance: Race and Social Categorization. Developmental Psychology, *44*, 1513-1518.
- Chiao, J. Y. \*, Iidaka, T., Gordon, H. L., Nogawa, J., Bar, M., Aminoff, E., Sadato, N., & Ambady, N. (2008). Cultural specificity in amygdala response to fear faces. Journal of Cognitive Neuroscience, *20*, 2167-2174.
- Chiao, J. Y. \*, Adams, R. B., Tse, P., Richeson, J. A., & Ambady, N. (2008). Neural substrates for recognizing dominance and submission. Group Processes and Intergroup Relations, *11*, 201-214.
- Freeman, J. B. \*, Ambady, N., Rule, N. \*, & Johnson, K. L. (2008). Will a category cue attract you? Motor output reveals dynamic competition across person construal. Journal of Experimental Psychology: General, *137*, 673-690.
- Rule, N. O.\* & Ambady, N. (2008). The face of success: Inferences of personality from CEO appearance predict company profits. Psychological Science, *19*, 109-111.
- Rule, N. O.\* & Ambady, N. (2008). Brief exposures: Male sexual orientation is accurately perceived at 50 ms. Journal of Experimental Social Psychology, *44*, 1100-1105.
- Rule, N. O.\* & Ambady, N. (2008). First impressions: Peeking at the neural underpinnings. In N. Ambady & J. Skowronski (Eds.) First Impressions. NY: Guilford.

- Rule, N. O.\*, Ambady, N., Adams, R. B. Jr. & Macrae, C. N. (2008). Accuracy and awareness in the perception and categorization of male sexual orientation. Journal of Personality and Social Psychology, *95*, 1019-1028.
- Skowronski, J. & Ambady, N. (2008). First impressions: Rationales and roadmap. In N. Ambady & J. Skowronski (Eds.) First Impressions. NY: Guilford.
- Weisbuch, M., & Ambady, N. (2008). Affective divergence: Automatic responses to others' emotions depend on group membership. Journal of Personality and Social Psychology, *95*, 1063-1079
- Weisbuch, M., & Ambady, N. (2008). Nonconscious routes to building culture: Nonverbal components of socialization. Journal of Consciousness Studies, *15*, 159-183.
- Reprinted in C. Whitehead (Ed). (2008), The Origins of Consciousness in the Social World, (pp. 159-183). Exeter, UK: Imprint.
- Ambady, N., & Rule, N.\*. (2007). Thin slices of behavior. In Baumeister, R., & Vohs, K. (Eds), Encyclopedia of Social Psychology. Thousand Oaks, CA: Sage.
- Chiao, J.\* & Ambady, N. (2007). Cultural neuroscience: parsing universality and diversity across levels of analysis. In S. Kitayama & D. Cohen (Eds), The Handbook of Cultural Psychology, (pp 237-254). New York, Guilford Press.
- Elfenbein, H. A.\*, Polzer, J. T., & Ambady, N. (2007). Team emotion recognition accuracy and team performance. In C. E. J. Hartel, N. M. Ashkanasy, & W. J. Zerbe (Eds.), Functionality, Intentionality and Morality, Research on Emotion in Organizations, Vol. 3, Oxford, UK: Elsevier
- Marsh, A. A.\*, Kozak, M., & Ambady, N. (2007). Accurate identification of fear facial expressions predicts prosocial behavior. Emotion, *7*, 239-251.
- Marsh, A. A.\*, & Ambady, N. (2007). The influence of the fear facial expression on prosocial responding. Cognition & Emotion, *21* (2), 225-247.
- Marsh, A. A.\*, Elfenbein, H. A\*., & Ambady, N. (2007). Separated by a common language: Nonverbal accents and cultural stereotypes about Americans and Australians. Journal of Cross Cultural Psychology, *38*, 284-301.
- Rule, N. O.\*, Ambady, N., Adams, R. B., Jr., & Macrae, C. N. (2007). Us and them: Memory advantages in perceptually ambiguous groups. Psychonomic Bulletin and Review, *14*, 687-692.
- Ambady, N., Krabbenhoft., M. A.\*, & Hogan, D. (2006). The 30-sec. sale: Using thin slices to evaluate sales effectiveness. Journal of Consumer Psychology, *16*, 4-13
- Chiao, J.Y.\*, Heck, H.E.\*, Nakayama, K., Ambady, N. (2006). Priming race in biracial observers affects visual search for black and white faces. Psychological Science, *17*, 387-392.
- Gray, H. M.\*, & Ambady, N. (2006). Methods for the Study of Nonverbal Communication. In V. Manusov & M. Patterson (Eds.), The Handbook of Nonverbal Communication, Sage.

- Steele, J.\*, & Ambady, N. (2006). "Math is hard": The effect of gender activation on women's attitudes. Journal of Experimental Social Psychology, 42, 428-436.
- Adams, R. B. Jr., Ambady, N., Macrae, C.N., & Kleck R.E. (2006). Emotional expressions forecast behavioral intent. Motivation and Emotion, 30, 177-186.
- Choi, Y. S.\*, Gray, H.\*, & Ambady, N., (2005). The glimpsed world: Unintended communication and unintended perception. In Bargh, J., Uleman, J., & Hassin, R. The New Unconscious. Oxford University Press.
- Marsh, A. A.\*, Ambady, N., & Kleck, R. E. (2005). The effects of fear and anger facial expressions on approach- and avoidance-related behaviors. Emotion, 5, 119-124.
- Ambady, N., Chiao, J., Chiu, P., & Deldin, P. (2005). Race and emotion recognition: Insights from a social neuroscience perspective. In J. Cacioppo (Ed.), Social Neuroscience: People thinking about people, MIT Press.
- Molinsky, A.\*, Krabbenhoft. M.\*, Ambady, N., & Choi, Y. S.\* (2005) Cracking the nonverbal code: Intercultural competence and gesture recognition across cultures. Journal of Cross Cultural Psychology 36, 380-395.
- Gray, H. M.\*, Ambady, N., Lowenthal, W. T., & Deldin, P. (2004). P300 as an index of attention to self-relevant stimuli. Journal of Experimental Social Psychology, 40, 2, 216-224.
- Ambady, N., Paik, S.\*, Steele, J.\*, Owen-Smith, A.\*, & Mitchell, J. P.\* (2004). Deflecting negative self-relevant stereotypes: The effects of individuation. Journal of Experimental Social Psychology, 40, 401-408.
- Chiu, P.\*, Ambady, N., & Deldin, P. (2004). CNV in response to emotional in- and out-group stimuli differentiates high- and low- prejudiced individuals. Journal of Cognitive Neuroscience, 16, 1830-1839.
- Chiao, J. Y.\*, Bordeaux, A. R.\*, & Ambady, N. (2004). Mental representation of social status. Cognition, 93, 49-57.
- Elfenbein, H. A.\*, Mandal, M., Ambady, N., Harizuka, S., & Kumar, S. (2004). Hemifacial Differences in the In-group Advantage in Emotion Recognition. Cognition and Emotion, 18, 613-629.
- Mandal, M. K., & Ambady, N. (2004). Laterality of facial expressions of emotion: Universal and culture-specific influences. Behavioural Neurology, 15, 23-34.
- Steele, J.\*, Choi, Y. S.\*, & Ambady, N. (2004). Stereotyping, prejudice, and discrimination: The effects of group based expectations on moral functioning, 2, No. 2. In Thorkildsen, T. A., Manning, J., & Walberg, H. J. (Eds.), Nurturing Morality. Kluwer.
- Adams, R. B., Gordon, H. L., Baird, A. A., Ambady, N., & Kleck, R. E. (2003). Effects of gaze on amygdala sensitivity to anger and fear faces. Science, 300, 1536.
- Elfenbein, H. A.\*, & Ambady, N. (2003). Cultural similarity's consequences: A distance perspective on

cross-cultural differences in emotion recognition. Journal of Cross Cultural Psychology, 34, 92-110.

Elfenbein, H. A.\*, & Ambady, N. (2003). When familiarity breeds accuracy: Cultural exposure and facial emotion recognition. Journal of Personality and Social Psychology, 85, 276-290.

Elfenbein, H. A.\*, & Ambady, N. (2003). Universals and cultural differences in recognizing emotions. Current Directions in Psychological Science, 12, 159-163.

(Reprinted in the series Current Directions in Psychological Science, Social Psychology Reader, J. B. Ruscher & E. Y. Hammer (Eds.).

LaPlante, D.\*, & Ambady, N. (2003). On how things are said: Voice tone, voice intensity, verbal content, and perceptions of politeness. Journal of Language and Social Psychology, 22, 434-441.

Marsh, A. A.\*, Elfenbein, H. A.\*, & Ambady, N. (2003). Nonverbal “Accents”: Cultural differences in judging nonverbal behavior. Psychological Science, 14, 373-376.

Richeson, J.\*, & Ambady, N. (2003). Effects of situational power on automatic racial prejudice. Journal of Experimental Social Psychology, 39, 177-183.

Steele, J.\*, Choi, Y. S.\*, & Ambady, N. (2003). Stereotyping, prejudice, and discrimination: The effects of group based expectations on moral functioning. The LSS Review, 2, 2.

Ambady, N. & Hallahan, M. (2002). Using nonverbal representations of behavior: Perceiving sexual orientation. In S.M. Kosslyn & A. Galaburda (Eds.), Languages of the Brain. Cambridge, MA: Harvard University Press.

Ambady, N., LaPlante, D.\*, Nguyen, T.\*, Rosenthal, R., & Levinson, W. (2002). Surgeon’s tone of voice: A clue to malpractice history. Surgery, 132, 5-9.

Ambady, N., & Gray, H.\* (2002). On being sad and mistaken: Mood effects on the accuracy of thin slice judgments. Journal of Personality and Social Psychology, 83, 947-961.

Ambady, N., Koo, J.\*, Rosenthal, R., & Winograd, C. (2002). Physical therapists’ nonverbal communication predicts geriatric patients’ health outcomes. Psychology and Aging, 17, 443-452.

Elfenbein, H. A.\*, & Ambady, N. (2002). Predicting workplace outcomes from the ability to eavesdrop on feelings. Journal of Applied Psychology, 87, 963-971.

Elfenbein, H. A.\* & Ambady, N. (2002). On the universality and cultural specificity of emotion recognition: A meta-analysis. Psychological Bulletin, 128, 203-235.

Elfenbein, H. A.\* & Ambady, N. (2002). Is there an ingroup advantage in emotion recognition? Psychological Bulletin, 128, 243-249.

Elfenbein, H. A.\*, Mandal, M., Ambady, N., Harizuka, S., & Kumar, S. (2002). Cross-cultural patterns in emotion recognition: Highlighting design and analytical techniques. Emotion, 2, 75-84.

- Elfenbein, H. A.\*, Marsh, A.\*, & Ambady, N. (2002). Emotional intelligence and the recognition of emotion from facial expressions. In L. Feldman Barrett & P. Salovey (Eds.), The Wisdom of Feelings: Psychological Processes in Emotional Intelligence.
- Shih, M.\*, Ambady, N., Richeson, J.A.\*, Fujita, K.\*, & Gray, H.\* (2002). Stereotype performance boosts: The impact of self-relevance and the manner of stereotype activation. Journal of Personality and Social Psychology, 83, 638-647.
- LaPlante, D\*. & Ambady, N. (2002). Saying it like it isn't: Mixed messages from men and women in the workplace. Journal of Applied Social Psychology, 32, 2435-2457.
- Phelps, C. D., & Ambady, N. (2002). The mother's voice: A predictor of the father's impact on their child's adult economic outcomes. Stability and Dynamics of Power, 308-312. Proceedings of IAREP/SABE Conference on Behavioral Economics.
- Ambady, N., LaPlante, D.\*, & Johnson, E.\* (2001). Thin slice judgments as a measure of interpersonal sensitivity. In J. Hall & F. Bernieri (Eds.), Interpersonal Sensitivity: Measurement and Applications, NJ: Erlbaum
- Ambady, N., Shih, M.\*, Kim, A.\*, & Pittinsky, T. L.\* (2001). Stereotype susceptibility in children: Effects of identity activation on quantitative performance. Psychological Science, 12, 385-390.
- Richeson, J.\*, & Ambady, N. (2001). When roles reverse: Stigma, status, and self-evaluation. Journal of Applied Social Psychology, 31, 1350-1378.
- Richeson, J.\*, & Ambady, N. (2001). Who's in Charge? Effects of Situational Roles on Automatic Gender Bias. Sex Roles, 44, 493-512.
- Ambady, N., Bernieri, F., & Richeson, J.\* (2000) Towards a Histology of Social Behavior: Judgmental Accuracy from Thin Slices of Behavior. In M. P. Zanna (Ed.), Advances in Experimental Social Psychology, 201-272.
- La Plante, D.\*, & Ambady, N. (2000). Multiple messages: Facial recognition advantage for compound expressions. Journal of Nonverbal Behavior, 24, 211-224.
- Pittinsky, T. L.\*, Shih, M.\*, & Ambady, N. (2000). Will a category cue affect you? Category cues, positive stereotypes, and reviewer recall for college applicants. Social Psychology of Education, 4, 53-65.
- Ambady, N., Hallahan, M., & Conner, B.\* (1999). Accuracy of judgments of sexual orientation from thin slices of behavior. Journal of Personality and Social Psychology, 77, 538-547.
- Pittinsky, T. L.\*, Shih, M.\*, & Ambady, N. (1999). Identity Adaptiveness: Affect Across Multiple Identities. Journal of Social Issues, 55, 503-518.
- Shih, M.\*, Pittinsky, T. L.\*, & Ambady, N. (1999). Stereotype susceptibility: Identity salience and shifts in quantitative performance. Psychological Science, 10, 80-83.
- Ambady, N., & Rosenthal, R. (1998). Nonverbal Communication. In H. Friedman (Ed.), Encyclopedia of Mental Health.

- Ambady, N., & Rosenthal, R. (1997). Judging Social Behavior Using “Thin Slices”. Chance (American Statistical Association), 10, 12-18.
- Ambady, N., Koo, J., Lee, F., & Rosenthal, R. (1996). More than words: Linguistic and nonlinguistic politeness in two cultures. Journal of Personality and Social Psychology, 5, 996-1011.
- Ambady, N., Hallahan, M., & Rosenthal, R. (1995). On judging and being judged accurately in zero acquaintance situations. Journal of Personality and Social Psychology, 69, 518-529.
- Ambady, N., & Rosenthal, R. (1995). Experimenter effects. In A. S. R. Manstead and M. Hewstone (Eds.), Blackwell encyclopedia of social psychology. Oxford, England: Blackwell.
- Heatherton, T. F. & Ambady, N. (1994). Self-esteem, self-prediction, and living up to commitments. In R. F. Baumeister (Ed.), Self-esteem: The puzzle of low self-regard. New York: Plenum.
- Ambady, N., & Rosenthal, R. (1993). Half a minute: Predicting teacher evaluations from thin slices of behavior and physical attractiveness. Journal of Personality and Social Psychology, 64, 431-441.
- Ambady, N., & Rosenthal, R. (1992). Thin slices of expressive behavior as predictors of interpersonal consequences: A meta-analysis. Psychological Bulletin, 111, 256-274.
- Liggon, C., Weston, J., Ambady, N., Rosenthal, R., & Reite, M. (1992). Content-free voice analysis of mothers talking about their failure-to-thrive children. Infant Behavior and Development, 15, 507-512.

### Edited Volumes

- R. B. Adams, Jr., N. Ambady, K. Nakayama. and S. Shimojo. (2010). Social Vision, Oxford University Press.
- N. Ambady & J. Skowronski (Eds.) (2008). First Impressions, Guilford.
- M. Weisbuch & N. Ambady. Shared Minds in Motion: Dynamic Nonverbal Behavior and Social Influence. Psychology Press: Taylor & Francis (to appear in 2013).

### **SELECTED PRESENTATIONS AND TALKS**

- Keynote talk, 14th European Conference on Facial Expression, Lisbon, Portugal, July, 2012
- Invited talk, Stanford University, Dec., 2010
- Invited talk, University of Michigan, Dec., 2010
- Invited talk, Harvard Law School, Nov. 2010
- Invited addresses (2), 15th Annual Attention and Perception Conference, National Chung Cheng University Chiayi, Taipei, Oct. 2010

Keynote talk, Levels of Processing: Foundations of Social Cognition Conference, Bonn, Germany, Sept. 2010

Invited talk, Yale School of Management, Sept. 2010

Invited talk, Conference on Moral Biology, Harvard Law School, April 2010

Invited talk, Stanford Business School, Oct. 2009

Invited talk, Research Institute for Comparative studies in Race and Ethnicity, Stanford Univ., Oct. 2009

Invited talk, Social Psychology program, Stanford Univ. Nov. 2009

Invited talk, Center for Advanced Study in the Behavioral Sciences, Stanford, CA

Invited symposium, International Conference for Research on Emotion, Louvain Belgium, August 2009

Colloquium, Dartmouth University, Nov. 2008

Colloquium, Princeton University, Sept. 2008

Invited Keynote Speaker, 19th International Congress of Cross-Cultural Psychology in Bremen, Germany, July 2008

Symposium on Cultural Neuroscience, University of Hokkaido, Sapporo, Japan, May 2008

Symposium on Women in Science, Medicine, and Engineering, Tufts University, April 2008.

Departmental Colloquium, Ohio State University, March 2008

Departmental Colloquium: Northeastern University, Oct. 2007

Departmental Colloquium: Brandeis University, Oct. 2007

Culture and Emotion: Neural correlates: Symposium at the Society for Experimental Social Psychology, Oct. 2007, Chicago

Symposium on Culture and the Brain. APS, May 2007

Departmental Colloquium, Stanford University, Jan. 17, 2007

Science of Diversity Symposium, Columbia University, 2006

Face Bias: A tribute to Bob Kleck, Talk presented at Minary Conference, Dartmouth College, Aug. 2006

Departmental Colloquium, Northwestern University, April, 2006

Talk presented at Hong Kong Conference on Cultural Influences on Behavior, Dec. 16, 2006

Invited talk at AAAS panel organized by NSF on New Dimension in Human and Social Dynamics, Feb. 2005, Washington D.C.

Frederick Howell Lewis Distinguished Lecture. American Psychological Association Convention, August 2004 (delivered by Todd Pittinsky, because of illness)

Conference on Social Neuroscience: People thinking about people. University of Chicago, May 2004

Undergraduate Distinguished Lecture, University of Massachusetts, Amherst, MA , April 2004

Workshop on Culture, Emotion and the Brain, Harvard University, June 2003

Marketing Department Research Camp. University of Texas, Austin, April 2003

Invited PSI CHI Lecture, SUNY Institute of Technology, Utica/Rome, April 2002.

Colloquium, University of California, San Diego, January, 2002.

Invited presentation at a conference on A “New Look” at Race: How social representations of race affect visual perception and attention. Stanford University, November 2001.

Colloquium, University of Chicago, 2001; Dartmouth College 2001; Princeton University, 2001.

Colloquium, Ohio State University, April 2001

Invited address, 15<sup>th</sup> Annual “Ritz”: Contemporary issues in Healthcare, (December, 2000), Boston, MA.

Invited address, First Annual Conference of the Society for Personality and Social Psychology (February, 2000), Nashville, TN

Invited address. New England Social Psychological Association, Dartmouth MA, October 2, 1999.

Talk at the Henry A. Murray Research Center, Radcliffe College (November 3, 1998)

Talk at the Faculty Symposium, Bayer Institute for Health Care Communication, Phoenix AZ (October 9, 1998).

Colloquium, Boston College, Chestnut Hill, MA (September 21,1998).

Talk at the workshop on Interpersonal Sensitivity, Boston MA (June 18, 1998).

Paper presented at the Languages of the Brain Conference, (Harvard Mind/Brain/Behavior Interfaculty Initiative & Foundation Ipsen; March 14, 1998) Paris, France.

## **PROFESSIONAL AFFILIATIONS**

American Psychological Association

American Psychological Society  
Society for Experimental Social Psychology  
Society for the Psychological Study of Social Issues

### **EDITORIAL EXPERIENCE**

Associate Editor, Journal of Personality and Social Psychology (IRGP) 2008 - 2012  
Editorial Board (1994-1998): Journal of Nonverbal Behavior  
Ad hoc Reviewer: National Science Foundation  
Reviewer: NIMH, B-START, 2000  
Panel Member: NSF Cognitive Neuroscience Initiative, 2001  
Panel Member: SPIP study section, NIMH, 2005-2011

### **STUDENTS**

Jennifer Richeson, Ph.D., 2000, Professor, Northwestern University (winner *Society for the Psychological Study of Social Issues Dissertation Award*, 2001, *MacArthur Fellow* 2006)

Margaret Shih, Ph.D., 2000, Associate Professor, UCLA (winner *Seligman Award for Outstanding Dissertation Research in Positive Psychology*, 2003)

Hillary A. Elfenbein, Ph.D., 2001, Associate Professor, University of Washington, St. Louis

Debi La Plante, Ph.D., 2001, Assistant Professor, Harvard Medical School

Jennifer Steele, Ph.D., 2003, Associate Professor, York University, Toronto, Canada,

Abigail Marsh, Ph.D., 2004, Assistant Professor, Georgetown University

Joan Chiao, 2005, Assistant Professor, Northwestern University

Heather Gray, 2005, Instructor, Harvard Medical School

Kristin Pauker, 2009, Assistant Professor of Psychology, University of Hawaii (winner *Society for the Psychological Study of Social Issues Dissertation Award*, 2010)

Nicholas Rule, 2010, Assistant Professor, University of Toronto

Negin Toosi, 2011, Postdoctoral fellow, Columbia University

Jonathan Freeman, 2012, Assistant Professor, Dartmouth College

### **POSTDOCTORAL FELLOWS**

Marvin Hecht, 1994-1996, Oracle Corp

Reginald Adams, 2002-2005, Assistant Professor, Pennsylvania State University

Max Weisbuch, 2006-2010, Assistant Professor, University of Denver

Jasmin Cloutier, 2008-2010, Assistant Professor, University of Chicago

Anne Krendl, 2009-2011, Assistant Professor, Indiana University

E. J. Masicampo, 2010-2011, Assistant Professor, Wake Forest University

Steven Young, 2010-2011, Assistant Professor, Fairleigh Dickinson University

Aneeta Rattan, 2011-2013, Assistant Professor, London Business School

## FUNDING

### *External Funding*

NSF, 2007-2012, *Neural Substrates of Perceiving Status and Solidarity*

NIH (R01 MH070833-02) 2005-2010, *Communication of Emotion: Behavioral and Neural Correlates*

NSF, 2001-2004, *The cognitive basis of stereotype susceptibility: A multi-component ERP investigation*

NSF SGER Award, 2000-2002, *Implicit Racial and Emotional Categorization: A Preliminary fMRI Study*

Fetzer Institute, 2000-2001, *Mechanisms Underlying Intuitive and Analytical Judgments,*

Presidential Early Career Award for Scientists and Engineers (PECASE), 1999-2004, *Accuracy of Thin Slice Judgments*

Mind/Brain/Behavior Interfaculty Initiative, Harvard University (competitive research funding for all faculty), 1998 (with Patricia Deldin), *Physiological Mechanisms Associated with the Social Categorization of Ingroup and Outgroup Emotional Faces*

NIMH BSTART Award, 1998-1999, *Differential Identities and Performance*

NSF CAREER Award, (SBR-9733706), 1998-1999, *Accuracy of Thin Slice Judgments,*

NSF (SBR-9616761), 1997-1998, *Accuracy of Thin Slice Judgments*

Bayer Institute for Health Care Communication Research Grant, *Physicians' vocal cues and claims status,* 1997-1999

Bayer Institute for Health Care Communication Research Grant, *Therapeutic Progress and Therapist Performance; Affective and Nonverbal Judgments from Thin Slices of Behavior,* 1995-1997

